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SANYO

May 1992

TIME OUT

WANTED!

Mad Dog McCree

R
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R
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D

American Laser Games and Betson deliver
the most exciting amusement game in years!

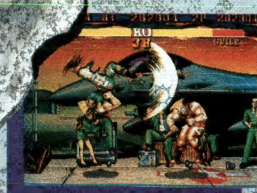


Coin Cascade Ltd., 5 Vulcan Place, Christchurch, Ph 338 1411, Fax 338 1410

YOU ASKED FOR IT!



NOW IT'S BOSS VS. BOSS.



Responding to thousands of phone calls and letters from players in America and Japan, Capcom has added new features to the Best Game of '91 that are sure to heat things up all over again in '92!

For starters, four new characters to choose from! The original cast of eight is back as well, but even tougher... and one has a new move! And now, the ultimate feature... the one you've been clamoring for: Same Character vs. Same Character! That's right... finally, all you Guile players will see who's really the best,



in a fight to the finish... with no excuses! You thought you'd seen it all, thought there was no more to learn... HAH! How about 50 new matchups never seen before in 2-player mode, along with 46 brand new fighting strategies, for a total of 78 possible matchups... over twice as many as before! You say you've mastered Street Fighter II. You say you're the best, and no one can hang with your Guile combo's... But do you have what it takes to master Capcom's new Street Fighter II Champion Edition?

It's Not Over.

CAPCOM®

Capcom U.S.A., Inc. 3303 South Blvd.
Sunnyvale, California 95054
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SNK



NEW
Conversion
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Convert any Video Cabinet for NEO-GEO Games

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- Kit Includes :**
- Main PCB + free game of your choice
 - Special Neo-Geo header mylar
 - Internal loom with meters test switch
 - Twin digital score displays and loom

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The Answer is:
NEO - GEO : What was the Question?

CLASSIFIEDS

PCB

1 Aliens	\$600	Streetfighter II	\$1700
1 Arch Rivals W/C/Loom	\$500	1 Super Pang	\$550
1 Block Block W/C	\$1300	1 Toki	\$500
1 D/D 3	\$400	1 Twin Cobra	\$450
1 Dragon Ninja	\$250	1 Vigilante	\$200
1 Final Blow	\$800	1 Violence Fight	\$800
2 Final Fight	\$900	1 US Navy	\$900
1 Golden Axe	\$550	1 Willow	\$600
1 Hatris	\$250	1 WWF	\$250
1 Heavy Barrel W/C	\$450	3 Wrestle Fest	\$1300
1 Karate Blazers	\$1390	2 Xexex (Two play E/W Shooter)	\$1300
3 King of Dragons	\$1450	Call: Your local agent (1)	
1 Lightening Fighters	\$800	NEO GEO CARTRIDGE	
1 Last Day	\$750	Super Spy	\$300
2 Magic Sword B Boards	\$300	Ninja Combat	\$350
1 Magic Sword	\$650	Cyber Lip	\$400
1 Major Title	\$950	Crossed Swords	\$400
1 Pang	\$450	League Bowling	\$400
1 Search & Rescue	\$350	King of Monsters	\$400
1 Sky Adventure	\$500	Magicians Lord	\$300
1 Sky Soldier	\$400	Call : Your local agent (1)	
1 Snow Bros	\$500		

ACCESSORIES

2 600 wide Panels	Complete	3 Player	\$200
500 wide Panels	Complete	2 Player	\$140
500 wide Chaston Panels	Complete	1 Player	\$70
5 Steel Doors	second handwith	Ave MK4 Coin Mech	\$130
1 Steel Door	second handwith	4 Ave MK4 Coin Mechs	\$320

CABINETS - Upright

Chaston 500 wide Steel Door	Ave Mech	Excellent cond.	\$1200
1 Operation Wolf Steel Door	Ave Mech	Excellent cond.	\$1400
5 JPM Pound Rush Gamblers	Elec Mech	2-3 years old	\$500
3 JPM Noteshoot Gamblers	Elec Mech	2-3 years old	\$500
Egg Dispensing Machine	Elephant	Near new (eggs available)	\$3500

Call: Your local agent (1)

All PCB listed are X operation. Please allow 1 to 3 days for delivery. Please add GST to all prices.

TEST REPORTS

Australia

Dedicated Games

1. Jaleco 'B.O.T.S.S.'
2. Atari 'Mad Dog McCree'
3. Namco 'Starblade'
4. Williams 'Terminator 2' Gun
5. Namco 'Final Lap 2'
6. Sega 'Exhaust Note'
7. Atari 'Steel Talons'
8. Namco 'Four Trax'
9. Sega 'Rad Rally'
10. Namco 'Golly Ghost'

Conversion Games

1. Capcom 'Streetfighter II' CE
2. Capcom 'Streetfighter II'
3. SNK Neo Geo 'Fatal Fury'
4. Capcom 'Knights of the Round'
5. Capcom 'Captain Commando'
6. Capcom 'King Of Dragons'
7. SNK Neo Geo 'Mutation Nation'
8. SNK Neo Geo 'Soccer Brawl'
9. Strata 'Rim Rockin' B-Ball'
10. SNK Neo Geo 'Baseball Stars 2'

Pinballs

1. Bally 'The Addams Family'
2. Williams 'Terminator 2'
3. Williams 'Hurricane'
4. Bally 'Party Zone'
5. Bally 'Gilligan's Island'
6. Bally 'Dr. Dude'
7. Bally 'Harley Davidson'
8. Williams 'Earth Shaker'
9. Williams 'The Machine'
10. Williams 'Riverboat Gambler'

USA

Upright videos

1. Midway 'Terminator 2'
2. Konami 'Sunset Raiders'
3. Midway 'Super High Impact'
4. Data East 'Captain America'
5. Taito 'Double Axle'
6. Namco 'Steel Gunner'
7. Sega 'Spiderman'
8. Taito 'Space Gun'
9. Taito 'S.C.I.'
10. Leland 'Indy Heat'

Conversion Games

1. Capcom 'Streetfighter II'
2. SNK 'Fatal Fury'
3. Strata 'Rim Rockin' B-Ball'
4. Technos 'Wrestle Fest'
5. SNK 'Mutation Nation'
6. Capcom 'Knights of the Round'
7. Konami 'Turtles II'
8. SNK 'Super Baseball 2020'
9. SNK 'Football Frenzy'
10. Fabtek 'Raiden'

Pinballs

1. Midway 'Addams Family'
2. Williams 'Terminator 2'
3. Data East 'Hook'
4. Data East 'Star Trek'
5. Williams 'The Machine'
6. Williams 'Fun House'
7. Gottlieb/Premier 'Surf 'n' Safari'
8. Williams 'Hurricane'
9. Gottlieb/Premier 'Class of 1912'
10. Data East 'Batman'

UK

Dedicated

1. Sega 'Air Sea Rescue'
2. Namco 'Starblade'
3. Atari 'Mad Dog McCree'
4. Atari 'Johnny Rock'
5. Atari 'Steel Talons'

Conversion

1. Capcom 'Streetfighter II'
2. Capcom 'King of Dragons'
3. Taito 'Football Champ'
4. Konami 'Asterix'
5. Seibu 'Raiden'

Pinball

1. Bally 'The Addams Family'
2. Williams 'Terminator II'
3. Data East 'Batman'
4. Bally 'Party Zone'
5. Data East 'Star Trek'

Japan

Conversion Games

1. Taito 'Quiz EDF*'
2. Capcom 'Streetfighter II'
3. SNK 'Football Frenzy'
4. Sun Electronics 'Shanghai II'
5. Dynax 'Quiz TV Variety Show'
6. Data East 'Rohga (Wolf Fang)'
7. Capcom 'Knights Of The Round'
8. SNK 'Soccer Brawl'
9. Taito 'Hat Trick Hero (Football Champ)'
10. Namco 'Tank Force'

Pinballs

1. Data East 'Star Trek'
2. Williams 'Terminator 2'
3. Data East 'Batman'
4. Williams 'The Machine'
5. Midway 'Gilligans Island'

Dedicated Games

1. Sega 'Fl Exhaust Note'
2. Namco 'Driver's Eye'

COMMENTS

Streetfighter II - Champion Edition:

Hit the streets just before Easter and to date has proven itself to be a massive earner.

Auckland operators decided in the main to opt for \$1 play on this game and to date this seems to have worked well. It is a pity that at least one Queen St. Arcade did not follow this trend.

New Plymouth operators decided to opt for 60c play - except for one arcade that introduced this top game on 40c. Palmerston North operators decided to opt for 60c play - except for one arcade that should know better and released this unit on 40c game / 20c continue.

Wellington operators also decided to opt for 60c play and seem to have all made good money.

South Island operators also released this game on 60c play - except again for one operator who asked his customers what price he should charge and set it on 40c.

New PCB's are costing more as our dollar depreciates and operators are quick to complain, **but**, when an option presents itself to increase revenue, how many operators took this chance.

If a top game like Streetfighter II Champion Edition can't lead the charge - what can?

Hamilton Association:

Have had a better response from the department regarding the G.S.T. question and are still proceeding with their efforts to get this situation overturned. Without support, G.S.T. will increase and we will be the losers.

Auckland Theft:

One operator has had a complete cabinet and S/F Champion stolen from a location. It is clear that this is the work of other operators and it is equally clear that this operator(s) will be caught.

One Dollar Play

Timezone Australia (approx. 55 centres) has announced that effective immediately all new standard video games will be priced at \$1 per play / \$2 for 3 plays.

This increase still does not allow operators to recover the full effect of inflation.

It is also interesting to note that the Australian opposition is going to introduce a 15% G.S.T. if they are elected.

If this happens - how long will it be before our government decides on an increase.

Streetfighter II - Champion Edition:

The next delivery of this pcb is expected around the first week of the May School Holidays - please contact your local agent to avoid disappointment.

Streetfighter II - T-Shirts:

A new run is now completed. These are ideal for prizes/promotions etc.

Cost \$19 + G.S.T.

Neo - Geo:

Two more games have been released as SNK continues to support this system. Those of you who had concerns about SNK's long term commitment to neo-geo must now realise what tremendous value this system offers.

CLASSIFIEDS

Classifieds are placed in these columns free of charge to all. Please send a list of available products with your contact number by the 20th of the month to Coin Cascade or your local agent.

SELL

PCB's
Cadash
Alienstorm
USSAF Mustang
Pang
Gyrus
1942
Grobda
Xain Sleena
Exerion
Formation 2
Bump 'N' Jump
Ms. Pacman
Parallel Tum
Tutankhamen
10 Yard Fight
Storming Party
Vulgus
Karate Champ
Xevious
Hyper Olympics
Espial
Stinger
Mag Max
Bomb Jack
Time Pilot
Time Pilot 84
Kamekazi Taxi
Gaplus
Pinbo
Pheonix
Pang
SDI

DEDICATEDS

Sega Turbo
Gauntlet
Pole Position
Buck Rogers
Star Wars

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Fax (09) 262-1958

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Complete with PCB in each
chaston mini loom
\$900 each
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YUK!

The Future Is Now
SNK

Available
NOW

SUPER HIGH TECH GAME
NEO-GEO

EXCITING ACTION!
USE THE LETHAL BLOW!

The Slum...an area of town completely forgotten.
No one could imagine the cruelty suffered by innocent people who were
transformed into horrible mutant creatures by genetic experiments.
They hovered everywhere and completely controlled the town.
We cannot tolerate them any longer!
Use the lethal blow along with 4 different attacks!
Now storm into the Slum to free them and bring back peace!

NEO BATTLE
ACTION GAME
1-2 PLAYERS.

**MUTATION
NATION**™

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

NEW PCB's NOW IN STOCK

PRICE INCLUDES: MYLAR AND TWO PLAYER LOOM

Streetfighter 2 Champion Edition

\$2690

(Capcom, 2 player, Jamma)

(This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.)

- The trilogy continues with this improved/updated version of the hit game from 1990.

Pollux

(Jamma, 2 players)

\$950

- Air combat game with all the right moves.

Mad Dog McCree

- complete game as displayed with 33" monitor
- the top earning game in the U.S.A. over 12 months
- electronic coin acceptor - coin cascade quality cabinet
- constant player repeats make this a must for any major location (preview page 8 & 9)

NEO-GEO ONE SLOT KITS

\$2230

(Complete with universal mother PCB, free game, loom, header mylar, perspex, meter and test switch.)

NEO-GEO TWO SLOT KITS

(All Neo-Geo games/products are marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.)

(Complete with universal mother PCB, free game, loom, header mylar, perspex, meter and test switch.) Now for the first time in N.Z. SNK have made available their two slot units in kit form.

Two slot kit complete with free game.

\$2650

Two slot kit complete with two games.

\$2800

(One of your choice and one of ours.)

NEO-GEO GAMES

(All Neo-Geo games/products are marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.)

Ninja Commando

- Martial arts fighting game (see preview page 10) \$760
- with special 'sub title features'

Baseball Stars 2

- The original popular baseball game with updates \$760

Mutation Nation (Neo-Geo cabinets only)

- Street fighting type of game \$760

Last Resort (Neo-Geo cabinets only)

- Space shooting style of game with horizontal scrolling action \$690

Fatal Fury (Neo-Geo cabinets only)

- Top streetfighter II action \$690

- The best game to date

Soccer Brawl (Neo-Geo cabinets only)

- Top soccer Action \$760

Football Frenzy

\$690

Robo Army

\$480

Thrash Rally

\$480

8 man

\$400

Burning Fight

\$400

King of the Monsters

\$400

Crossed Swords

\$200

ADD G.S.T. TO ALL PRICES IN THIS BOOK

New machines

● SUPER Tennis is the name of a new dedicated novelty game from Togo of Japan. The game is a simple mechanical device in which a ball is delivered onto a court and rolls to one player or the other who hits it with a bat figure manipulated by a handle at his end of the machine. If it passes the player at the other end it scores a point. Scores are shown by lighted values, each representing genuine tennis scores. The cabinet measures 1.6m by 0.9m by 1.1m. - RS1848.

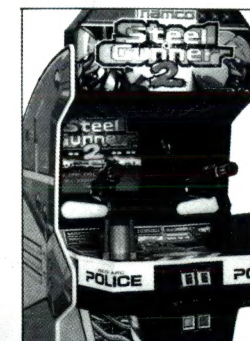


● FINAL Lap 3 is a new version of the famous game from Namco. Four new courses have been included in the fresh software and there are other refinements on the game to take it ahead of the previous two games to carry the name. It will appear in Europe at the end of the summer. - RS 1807.

● ELEPHANT is a big pink elephant kiddie ride from Togo of Japan. The ride seats two children and is reached by steps. The giant elephant moves backwards and forwards to musical sound effects. It measures 1.3m by 1.7m. - RS 1803.



● ROLL and Drop is the name of a new novelty game from Togo of Japan. The player rolls balls up an inclined deck and into holes to try and hit mole figures as they pop up in a random sequence. An electronic score is kept of the player's progress. - RS 1804.



● STEEL Gunner 2, as its name implies, is an update by Namco on the big-selling game of the same name. The two-gun shooter has a new game with fresh graphics and up-dated effects to continue the same game on a stage further. - RS 1810.



● STREET Fighter II Champion Edition has been launched by Capcom in Japan. The game takes on the theme of the Street Fighter a stage further, with new graphics and sound effects. The super-heroes face even greater challenges. The four characters who were previously only computer controlled may now be used as player characters. Both players may select the same player character. A Street Fighter III is expected at the end of March. - RS 1826.

● SEIBU'S latest release is Olympic soccer '92, a one to four player game with realistic graphics and sound. Scanned photographs included in the game thrill players after completing each round and the use of a multi processor programming technique will guarantee a good performance from the game. RS - 1856.



● TAITO's Taitrovision 50 two-player universal cabinet with 50-inch monitor, one of a rush of similar major pieces which have come on to the international market from Japan in recent weeks. - RS1857.

● SPECIAL Attack is the name of a new video game which has been launched by Atlus Ltd., of Tokyo. The game is the first piece of software completed by the company for the coin-operated games market. There are seven different types of enemies to be fought in the space game and five stages, with the player's figures increasing in power depending upon the enemy faced. - RS 1825.

● FIGHTING to keep the streets free from three evil gangs are the 'Guardians of the hood', the latest offering from Atari games. The Guardian's aim is to break-up the gangs who have taken over the Center City. For one to three players, the game features a new 3-button control, outstanding 3-D graphics and for the successful, reveals the secret identity of gangland's top man, 'Mr. Big'. - RS1855.

● BUBBLE Trouble has been launched by Namco of Japan. The video game is a two-gun shooter, an update of Golly Ghost, using the diorama technique to superimpose the images of the targets in 3-D effect. There are two zapper guns. - RS 1809.

● DATA East of Japan has launched a new PCB game, Gunball, and intergalactic battle between superheroes and space monsters. The game offers a variety of targets and 'items' to add 30 seconds to the stage countdown timer, 'tilt' to destroy all the enemies on the screen, then a variety of weapons each with different strength levels to enhance the features on the screen. - RS 1831.



If you liked Baseball Stars Professional... You'll love Baseball Stars 2!

Choose your team. One player against the computer or two players against each other. Announcer's voice calls the plays and adds to the non-stop sports action!

Exciting action! The slum is overrun by people transformed into horrible mutant creatures by genetic experiments. Use the lethal blow to destroy them! Two-player simultaneous play. Player buy-in and continue options. Six stages of fighting. Combine buttons and joystick for continuous attack. Use lethal blow and four different attacks!



MUTATION NATION



SNK

SNK Corporation of America
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TIME OUT

THE INSIDEVIEW

Dejavu about 12 years later

I don't quite remember the exact date but it was about 1980, Barry Wood and myself (Wizard Coin) bought our first Sprint II. We decided that because of the high price (Haha) we had to pay, 20c per play was not enough, so we decided to put it out on 50c coins and give 2 plays for 50c or 2 players for 50c, which equal 25c per game. After about four days our location rings up and is out of change. I send my son, who is new to the game, out to empty. Half an hour later he rings in and says 'There is something wrong, Sprint II only gives one play for 50c or two players for 2 x 50c (ONE DOLLAR PLAY)' I asked him what was in the cash box and he tells me just over \$200, I can't believe our luck, 50c per game (150% price increase), and still \$200 gross for 4 days.' The story gets better. He had weighted the coins using the \$8 for 1lb (20c) method. In fact the machine had grossed over \$400 in 4 days. Our euphoria was short lived. About 3 weeks later and about \$1200 better off, our location demands we lower the price. Another Sprint II has gone in a few shops away on 20c play and his customers were giving him a hard time.

Not very often in this industry comes along the chance to get our long overdue increase in price per play. If we had known what we know now, we could have done it with Streetfighter II.

In Auckland with intense lobbying from Kevin Grundy, Maarten Boogert and myself, we thought we had a consensus with all purchasers of

Championship Edition to go to \$1 per play. We, along with a lot of other forward thinking operators, went out into the market place at \$1 per play. Over the Easter period, despite selling our locations extra coin, we had more requests for change than breakdowns. Every collection has shown a 50% increase in revenue, with almost no drop on Streetfighter II on 50c play in the same locations. Machines with Electronic Mechs showed about an 80% ratio of gold over silver, a sure sign that \$1 and \$2 coins are considered disposable change in today's economy.

Alas 12 years on, we are now getting the same feed back that the SNAIL operators have not gone with us on \$1 play. The competition in Auckland, like everywhere else, is tough, (Good, that keeps us on our toes), but when will these people realise that whilst competition is healthy, we should compete with better machines, better PCB's, better service, better image, NOT VIA THE COIN MECH. Think about it. Will you still be operating on 40 or 50 or 60c play in the year 2002. No of course not, then WHEN are you going to change???? DO IT NOW!

PS: Have a look at this equation
40c - 1/2 to location = 20c - GST .022c + .178c - 25% depreciation (if you're lucky) .0445c = .1235c - Tax 24% (if you're lucky) .0308c = .0927c per play. 2 1/2 plays will buy you a box of matches.

Brian Dowdle, Wizard Coin Machines Auckland.

If there are any Auckland/Northland operators wanting to write an article for 'The Inside View' please do not hesitate to contact Kevin Grundy of Auckland Coin Sales by phone or fax.



Auckland/Northland: Auckland Coin Sales Ph (09) 524-8770 Fax (09) 524-5773
Central N/I: Robert Briggs Ph (073) 463-783 Fax (073) 463-784
Lower N/I: Mike De Ruyter Ph (04) 569-9107 Fax (04) 569-9107
South Island: Gary Walker Ph (03) 338-1411 Fax (03) 338-1410

LASER DISC GAMES

Betson's Mad Dog and Johnny Rock game use laserdisc; full-motion video, all-talking recorded soundtrack featured

Okay, gunslinger, ready for a Wild West show-down with *Mad Dog McCree*? Or would you rather pull on your trenchcoat and walk down those dangerous big-city streets to investigate *Who Shot Johnny Rock*?

The first success in multimedia video games for the 1990's is Betson's laserdisc-based system, licensed from Icat, Inc. (Institute for Combat Arms And Tactics), based in Albuquerque, New Mexico. "It's an interactive video branching system," explained Derek Hughes, operations manager for American Laser Games (an Icat subsidiary).

Some of the hardware is specially engineered for Icat, but other components are "off the shelf," Derek Hughes said. "The program controls a computer, which in turn controls a laserdisc player and sound generation, video mixing, the control console inputs, and of course the guns," he stated. Add a video monitor and you've got all the major components of the system.

The game itself is recorded on a single 12" laserdisc, also called an optical disc because it is "read" with a beam of laser light. A single laserdisc can easily store the equivalent of hundreds of floppy discs. The surface of the laserdisc has billions of microscopic holes which represent digitized information. A laser scans these holes as the disc rotates, then translates the holes into a zero or one. The processor gathers these "zeros and ones" and

converts them into video and audio signals.

"One of the nice things about laserdisc is that it produces very high quality audio and video," Derek Hughes said. He's certainly right about that, as anyone who's seen the game will testify. Full motion video with live actors, dialogue, sound effects and real movie-type sets are all presented with the realism and effectiveness of a Hollywood movie.

To produce the games, in fact Icat's subsidiary American Laser Games creates a motion picture production company. This crew films a real life movie with live actors costumes, special effects, recorded dialogue, etc. The firm shoots tons of footage to cover all the possibilities that may occur, depending on how the player interacts with the game. Then the total is edited down to between 26 and 28 minutes of screen time.

The movielike games are produced by Bob Grebe (president of American Laser Games). "Bob is a man with a movie industry background," said Betson sales representative John Margold. "He knows how to film a story on a tight budget and also where to find horses you can jump on, dogs that bark on cue, or what have you." Grebe oversees the production in a movie-mogul sense, hiring and leading a full movie production team from director to screenwriter and lighting crew, plus actors and stunt men, etc.

The cost of producing one of these games is "serious money," said Betson—in the mid-six figures. The cast size alone is impressive; about 48 people were needed in *Johnny Rock* and nearly that many in

SERVICE

NRI COIN MECHS - All Models

Some operators have complained that the odd wizards token or other token is being accepted by NRI mechs.

In the past, when the units were programmed and shipped all option switches on the coin mech itself were left in the 'off' position. When the switch option is 'off' the function is on and hence with all switches 'off' all functions including function 6 (token function) are on.

We do not program any token function into NRI (unless specifically requested by a customer) but with some units there appears to be a 'residual program' that will allow tokens to be accepted.

If you are having this problem then switch option switch 6 to the 'on' or 'inhibit' position.

If you want to switch any of the other coin options off (ie: you do not want to accept 10c pieces) simply switch 'on' the corresponding option switch.



Overseas Strategies of Japanese Companies

TECMO

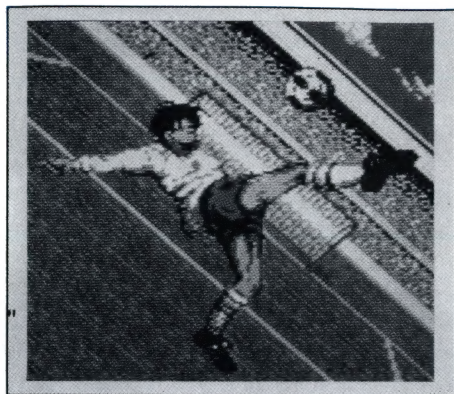
Aiming For Quality, Not Quantity

Tecmo is one of the pioneers of the overseas coin-op video market. In the past, we have developed several hit video games, one of which is "Ninja Gaiden" or "Shadow Warriors" as it's known in Europe. This game features the mysterious fighting Ninja and was a forerunner of this type of game.

The other games which we are proud of are Tehkan "World Cup" and Tecmo "World Cup '90." These machines have earned the reputation as the best soccer games available and still report excellent earnings, especially in European arcades.

In light of our past record, our current development policy is that: Tecmo shall develop games, not on the scale of numbers, but on the scale of quality. That is, while some developers try to develop as many games a year as possible, Tecmo sticks to game quality, even if we end up producing only one title a year.

With regards to overseas marketing, Tecmo has established a distribution network via distributors throughout Europe, and through Tecmo, Inc., a subsidiary, in California. By utilizing these networks, quality games can be



Tecmo "World Cup '90"
Released in 1989

marketed throughout the world.

The other aspect of our business is to import quality products from overseas. Tecmo has been the exclusive distributor of Bob's Space Racers, U.S. and VSV Light, Italy, for the Japanese market. As the exchange rate soars, the business of imported products plays a much more important role in the company.

To further develop businesses in the aforementioned areas and to seek out new opportunities, Tecmo plans to set up European offices in the near future.



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Lower N/I: Mike De Ruyter Ph (04) 569-9107 Fax (04) 569-9107
South Island: Gary Walker Ph (03) 338-1411 Fax (03) 338-1410

LASER DISC GAMES

Mad Dog. "If you stop and think what it costs to make an action movie in Hollywood, then subtract the fancy prices for the big-name stars, that's what it costs to make a game for this hardware system," John Margold explained.

Mad Dog McCree and Who Shot Johnny Rock are both shooting games, but Betson says they have kicked around the idea of using other types of games (flying, driving, etc.) and other types of controls (steering wheels, aeroplane joystick, etc.). However, for now Betson's concern is maximizing the operator's investment in hardware. "We like those ideas of other types of games, but for now we like the idea of sticking with the same basic theme for the first games: figure

out where you are, learning who are the good guys and bad guys, testing your shooting skills against the enemy and so on," Margold stated.

Yes, the system costs a pretty penny, as reported earlier. But then, you are basically getting not just a game, but an actual "interactive movie." If you

were a movie theatre operator, renting a first-run film from Paramount or Twentieth Century Fox, you'd have to pay the production company 90% of the film's first month gross, then 80% of the second-month gross, etc.... so Betson's really offering a pretty good deal.

Besides, from all reports, this system is earning back operators' investments and then some, especially where properly promoted. Wherever Betson takes the Icat system in the future, they've obviously helped coin-op leapfrog past the low-tech of the '80s and well into the hi-tech of the '90s. Live-action laserdisc games may have been 'one small step' for Betson... but they represent 'one giant leap' for all of coin-op.



GAME PREVIEW

By Professor Burko

Game: **Ninja Commando** (Neo Geo Game Cassette)

Monitor: Horizontal

Controls: 2 x 8-way joysticks
3 x buttons each.

Another new video game cartridge which slots into the standard SNK Neo Geo machine.

SNK seem very committed towards its Neo Geo line, this being I think its 35th release of a game cassette to add to its already impressive library.

Other companies have tried and failed with cartridge video games but the reason SNK stay on top is because each game is superb quality in sound, graphics and game design. With so many games already released SNK still push towards an original game format each time.

Ninja Commando is a martial arts fighting game and there are a lot around. However, SNK has popped in a few surprises in what they call their 'Sub Title Feature'. This is a visual and graphic attract mode which gives the game maximum play incentive. Ninja Commando also employs some features not found in other martial arts games.

During stages, the player takes control of one of the Ninja Fighters:

- Joe Tiger** - An American Ninja skilled with blades and very quick.
- Rayar Dragon** - A very pretty English girl who has mastered Ninjitsu and the bow - she can fire arrows with great accuracy.
- Ryu Eagle** - A descendent of the original Ninja of Japan. He has great force and does not need weapons.

You control these heros towards establishing world peace which has been disrupted by a mad scientist called Spider. He has built a time travel machine to change the world to his rule.

Three buttons give the Ninja heros the edge in this game.

Button A - SHOT. Power can increase up to 6 levels of continuous shots of magic or fire.

Button B - BACKWARD SOMERSAULT. This button is for escape and attack technique.

Button C - NINJA DIRTY TRICK. Give special magic force but drains life force heavily.

All said, Ninja Commando is a challenge to all the fighters out there.



Auckland/Northland: Auckland Coin Sales Ph (09) 524-8770 Fax (09) 524-5773
Central N/I: Robert Briggs Ph (073) 463-783 Fax (073) 463-784
Lower N/I: Mike De Ruyter Ph (04) 569-9107 Fax (04) 569-9107
South Island: Gary Walker Ph (03) 338-1411 Fax (03) 338-1410

Overseas Strategies of Japanese Companies

TAITO

Three Mottos for the Future

The demand for coin-op amusement machines is continually expanding in all markets including North America, Europe, Australia and Asian countries as well as recently emerging markets which include China, CIS (the former USSR), Eastern Europe, South America and other developing countries.

In order to build up a strong sales force targeting video games as the main product, Taito is focusing attention on developing sales efforts in the North American, European and Asian markets. In addition, we are expanding business activities via our U.S. and U.K. subsidiaries, along with a representative office in Taiwan, so that we may be able to do business and offer services which meet the immediate needs of each sales territory.

The worlds amusement machine market, while diversifying in many directions, tends to continuously expand towards the future. We operate under the mottos of "diversification of products," "enforcement of support to sales distributors and agents for their businesses and service activities" and "development of products that satisfy market needs." Taito would like to offer high-income, high



quality products with thorough management and quality control practices, and continue to make a permanent contribution to the development of the world market.

In addition to video games, Taito will provide a full line-up of quality products which include: token games, prize games, carnival games and other large scale hi-tech machines so that we will be able to be a world leader and continue to offer a complete line of amusement machines.

We would like to thank each of you for your continued support and we look forward to the upcoming year with optimism.



Overseas Strategies of Japanese Companies

SEGA ENTERPRISES

A New Concept for the American Market

First of all, we'll start off with an explanation of Sega Enterprises sales structure for overseas markets.

At present, there are two overseas corporations and 3 affiliates whose purpose is to facilitate amusement machine sales, and the companies sell all over the world. Sega concentrates on three major areas: North America, Europe and Southeast Asia. Our North American operation is called Sega Enterprises Inc., (U.S.A.) and is headed up by Mr. Tom Petit. Through Sega U.S.A., we offer a variety of products to major operators and distributors. In Europe, we have established Sega Amusement Europe Limited, under Mr. Vic Leslie, Managing Director. Sega Europe is based in London and sells to a number of distributors throughout Europe. Southeast Asia is handled by Sega Japan and through various distributors we have established a presence in Korea, Taiwan, and Hong Kong, thus creating a proper follow-up system. With this kind of sales structure, and under the motto "Entertainment has no borders," we can offer Sega products to a great number of people worldwide.

Next, we'll talk about what has been happening to our company's amusement machine sales recently.

At the beginning of 1991, the world witnessed the Persian Gulf war, and at that time there was no way that anyone could say that this would have a positive effect on the amusement industry. Since the end of the war though, there has been some uneasiness in America and Europe. Operators can see a pall of darkness hanging over sales, and at Sega, we realize that we have to respond to this kind of environment.

As for what products came out in 1991, we had a number of new games that we were very excited about. In the upright video game category, the baseball game "Clutch Hitter," the golf game "Dynamic C.C.," the action game "D.D. Crew," and the simulated 'Rail Chase' and "F-1 Exhaust Note" were all off to a good start. The DEL Vision "Hologram Time Traveller" and the video rolling simulator R-360, which has received rave reviews everywhere, complete the line-up. In order to get the market moving again and to expand the user base, we have been conducting a number of exhibitions. As a result, the volume and income, along with a lot of praise for our products began moving in a favourable direction. However despite our best efforts, there are still some things,



Air Rescue

Air Rescue

such as the lingering uneasiness about the war, which have hindered progress and we haven't yet seen convincing results.

In 1992, Sega will continue to try to pull the market up and respond to the environment. Furthermore, in order to revitalize the market, we have put the following strategies into practice. First, we will aim to introduce games which will keep a high income level over the long term. More specifically, we are offering the upright video game "Arabian Fight," the two player sit-down video game "Air Rescue," and the EIE-MECHA type soccer game "Speed Shot" at the beginning of this year.

The second strategy calls for "Shaking up the market and expanding it." To achieve this goal, we are proposing the creation of new amusement centres. At present, we are operating a number of such locations in Japan that are full-scale, integrated amusement centres. By consolidating our technical and management knowledge and introducing such centres, we hope to be able to revitalize the amusement industry and generate new excitement. By undertaking these activities, we can offer a new amusement centre concept overseas market and expand the market into different sectors. We are making every effort to set an example and to achieve successful results. We ask that you take a look at us and our activities.

VIDEO MONITORS

By David Snook (Euroslot)

An open-eyed view of a sure-fire winner

TWENTY years or so ago, a young engineer played around with a television monitor in his coffee break. He made a blip travel backwards and forwards across the screen and then effectively "batted" it with a paddle.

From that grew Nolan Bushnell's Atari and spreading out from that, a world-wide coin machine business which today sees three and a half million video games in action.

The game has dominated the business of coin-operated amusements wherever it has not competed with slots or payout machines. In those non-gambling countries video so displaced pinball, for example, that it all but died as a consequence. It is only in the past couple of years that the pinball has made a strong resurgence.

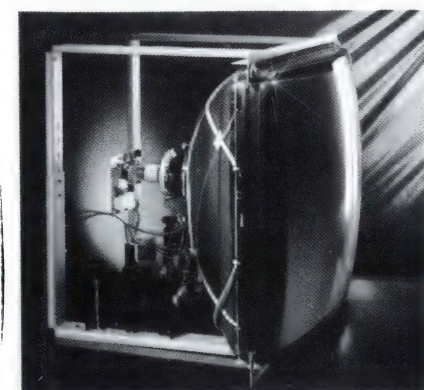
The video game fostered and nurtured the micro-chip; it brought Japan out of the dark ages of coin machines and to a position of world domination; it brought with it also the evils of copying and made small fortunes for lawyers as companies fell out over who-did-what-first.

Throughout it all, the printed circuit board was the heart of the game but the monitor its eyes.

Monitors began simply, with television sets being taken off the production lines and switched away from domestic homes and into video game cabinets. The problems were there from the start with that simple play. The image problems constantly hampered play and the rigid lines of the bat-and-ball games etched themselves into the technology with detrimental effects.

The ingenuity of the manufacturers of games began to be applied to the games, with bat-and-ball being supplemented with features, developing into "Breakout" type games and other advances as the manufacturers vied with one another for supremacy in a burgeoning market. The arrival of games like Asteroids and around the same time, Space Invaders, the first from Atari and the second from Taito, were to revolutionise the market. It was also to establish the Japanese as originators.

The fierce competition of the day was to continue throughout the 20-year history of the industry, the



breakneck speed of the research and development departments often outstripping the ability of the operators to fund the changes and the advances in technology.

The movement into dedicated monitors for the amusement industry was to revolutionise the industry in a much quieter way. People like Wells-Gardner in the States and Hantarex in Europe, set the trend and grasped an initiative from which neither has been ousted ever since.

Often the initiative was almost forced upon them. Take Wells, for example. It was Jim Roberts of James Industries who talked an ailing Wells into moving into dedicated monitors for amusements — a move the company was reluctant to take but now thanks its lucky stars that it did.

The size and shape of the industry today is difficult to gauge, mainly because, as usual, there are no official statistics with which to usefully and meaningfully assess it. A survey of the majors, however, of people like Wells and Hantarex, Kortek in Korea, N'Styl of France, Toei and Nanao in Japan, and Segal and Huai and other Far Eastern Suppliers, throws up a series of estimates. When those estimates are averaged out, some intriguing figures emerge, which are compiled into the charts accompanying this article.

A solid trend which does emerge is that the US has the most video games at around 1.5m but that Europe is

COPS NAB COPIERS

COUNTERFEIT BUYERS & SELLERS ARRESTED IN THREE COUNTRIES; GOVERNMENT ENFORCEMENT HEATS UP IN U.S., CANADA & KOREA.

Government anti-counterfeiting activity is heating up in the U. S. and abroad. Arrests have been made in New York, Canada and Korea... and more could be on the way. America's coin-op trade is determined to avoid a repeat of the 1986 era "copygame cold war" between operators and manufacturers. But it's also clear that factories aren't ignoring criminal activity, either. Here's a rundown of recent developments, starting with action closest to home.

A man named Chang Yong Lee of Blue Bell, Pa. was arrested by New York State police officers at JFK Airport (in New York City) on Feb. 26. He's been charged by the State Attorney's Office (in Queens) with allegedly importing counterfeit circuit boards into the U.S., stated AAMA Director of Investigations Bill Kidwell. Lee was formally charged with "criminal simulation," a New York statutory charge that carries a one-year imprisonment and/or \$1,000 fine. Kidwell said the arrest was based on U.S. Customs seizures of counterfeit *Street Fighter II*s.

The AAMA investigations chief also said that, based on other seizures by Customs, several investigations into vidgame copyboards are on-going. These investigations could eventually result in the criminal charges or civil litigation. Bill warned anyone attempting to import copyboards that AAMA and its members are aggressively working with Customs to prevent the illegal importation of these products.

Meantime, authorities in Canada and Asia are not ignoring the copyboard problem either. The Royal Canadian Mounted Police started an investigation last December which recently resulted in the arrest of six vidgame operators in Ottawa on copyright violations charges. According to AAMA's Kidwell, each defendant faces multiple charges and each is supposed to show up in court April 2 for initial proceedings.

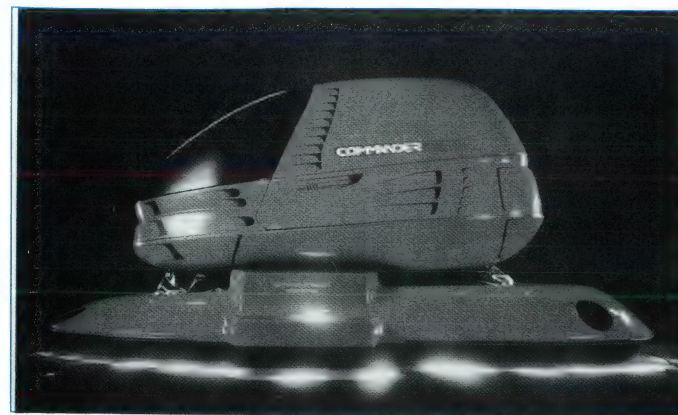


Korea is the world's copyboard capital these days, and Capcom has lodged complaints with Korean cops about it. Apparently, their cries for action have done some good, even in this nation famous for its "culture of copying." Japan's Game Machine Magazine reported the following actions in Korea. Police arrested one trader in Seoul on Jan. 11, charging him with manufacturing and selling counterfeit versions of Capcom's Captain Commando. Next, Korean cops nabbed 13 operators on Feb. 8, also in Seoul. This time the charge was operating illegal, phony versions of two Capcom games, *Final Fight* and *Street Fighter II*. Also on Feb. 8, yet another trader was arrested on charges of manufacturing and selling about 100 PCBs of *SFII* and other games.

An international connection to Asia is also plaguing the U.S. home video game market, it seems. Our own Nintendo of America (Redmond, Wash.) complains it lost \$2 billion worth of consumer business in 1990. The problem: around 40 to 100 million copygames flooded the home market. Nintendo, which says the copygames mostly used chips from Taiwan, has asked the U.S. Trade Representative's office to crack down on Taiwan. The report on this was carried by *Twice* magazine.

Goodbye, Cold War...Hello, Coin Play

Howard Hughes subsid turns aircraft simulator know-how to creation of coin-op system; LucasArts to make all software



Somewhere, Howard Hughes is smiling. The one-time pilot and aircraft designer is way back in the family tree of a new coin-op simulator called Commander. What has Howard Hughes got to do with it? Well, Commander is an entertainment adaptation of sophisticated video simulators used by airline pilots and military jet jockeys. Believe it or not, this new coin-op system comes from a subsidiary of a Hughes Aircraft Co.—namely, Rediffusion Simulation Ltd. (RSL), in England.

Commander premiered at ATEI and it's one of those happy results of the end of the Cold War. Now that big defence companies can't make money selling weapons systems, many are turning their hi-tech expertise to the entertainment field. And when these guys say "hi-tech," they mean it! Hughes is on the cutting edge of new technology. Most of what their engineers know, is still classified. The Hughes people just chuckle when traditional coin-op firms use the "hi-tech" buzzword about previous arcade products.

What makes Commander so razzle-dazzle? Well, said RSL, it's the first time Joe Public can experience the thrill of a "true simulator." That means players can enjoy the results of those

multi-million-dollar R & D budgets of a Cold War defence plant. Commander brings real-time control of vision into a video game, integrates the graphics seamlessly together with dynamic motion, and adds CD quality sound.

"Yes, but does it have a game?" coin-op experts will want to know. Let's put it this way: LucasArts Entertainment Co. (San Rafael, Calif.) is making the software. While the Lucas parent firm is responsible for half the Top 10 all-time hit movies (*Indiana Jones*, etc.), the Lucas video division has done right well with computer games and home video system software.

Commander is a two-seater sitdown unit with enclosed canopy. It can be a spaceship, an aircraft, a submarine or any other vehicle that LucasArts wants. The firm says it plans to build a full library of different types of simulation experiences.

Commander will be priced at 40,000 to 45,000 pounds in the U.K. and major European markets. That translates into tens of thousands of Yankee dollars, of course... just like some of the other hi-tech coin-op products coming out of Britain these days. The game should begin shipping this May or June.

New machines



● **LAST Resort** is the name of a new game and one of the top offerings at the recent AOU show in Tokyo. SNK of Japan has launched the game, which has a space attack theme with action in and around a beleaguered city and in the skies. The game is a two-player version with the ability to buy-in. — RS 1836.



● **THE SNK** corporation in conjunction with Alpha Denshi of Japan, has a new game on the Neo-Geo system, named **Ninja Commando**, a Japanese-style fighting and martial arts game with two-player simultaneous action and the ability to buy in at any time. — RS 1834.

● **KOMAYA** of Japan had a new novelty game for children on its stand at AOU. The game, whose name was in Japanese, featured two ducks who race each other across the width of the machine, their speed dictated by how quickly the child spins a ball device on the front of the cabinet. A prize is delivered for the winner. — RS 1822.



● **THE** upright version of **Galactic Storm** from Taito was at the London show; now the company has produced a sit-down version. If the demand is available the game will be built in Europe, says the company which in the meantime plans to fly in initial orders. — RS 1816.



● **TAITO** has produced **Ring Rage** in prototype format with plans to build its final format for end-July availability in Europe. The game has 32-bit technology and has a boxing/wrestling theme. It will be produced as a dedicated game. — RS 1817.



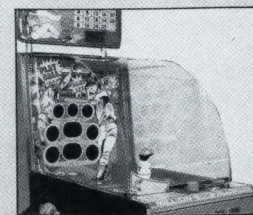
● **ARABIAN Magic** from Taito has a slightly different theme from normal, centring around a quest using magic carpets. The game is not yet completed, but will use 32-bit technology and will be available in the summer. — RS 1818.



● **A NEW** novelty game on the market is **Sauros Cannon**, built by Komaya, a centrepiece for arcades with strong attractions for children. At each end of the unit they fire ping-pong balls at one another's tanks, each of which is surmounted by a figure. If they hit the body of the figure they collect points. — RS1844.

● **MYSTIC Riders** is the name of Irem's new fantasy PCB game which was launched at the AOU show. The object of the player is to sweep away all of the monsters on the screen with a high-power miracle broom helped by magic energy points collected on the way and throwing air-to-surface thunderbolts at the enemies. — RS1842.

● **IREM's** main new PCB game is **Undercover Cops**, a futuristic cops and robbers storyline featuring three secret agents pitting their wits against the criminals. Martial arts feature strongly and so do other weapons picked up as the game proceeds. — RS1843.



● **MILLION Slugger** from Tecmo has a baseball theme. The novelty measures 590mm by 1000mm by 1660mm and inside the perspex canopy is a baseball figure who must be guided to hit a ball into one of a number of different-sized holes to win runs. — RS 1802.

VIDEO MONITORS

larger than Japan as a user. The average life of a video game monitor is around six years and the business is worth about \$110m. a year to the manufacturers.

It has largely polarised into domestic suppliers. Hantarex of Italy has most of the European market yet its output for the video games business—and "video games" includes video gaming machines—only accounts for 12 per cent to 15 per cent of its total business, the rest going to OEM (original equipment manufacturers) for computer monitors, dealing with giants like Olivetti. Wells-Gardner and to a lesser extent some Korean manufacturers have had some successes in cracking "fortress Hantarex" in Europe.

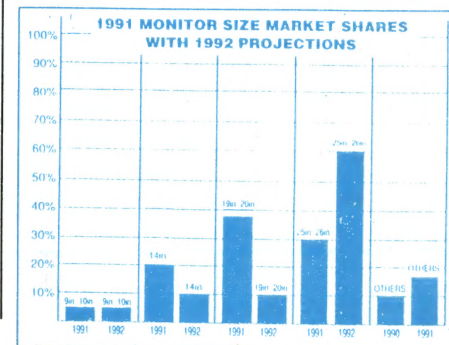
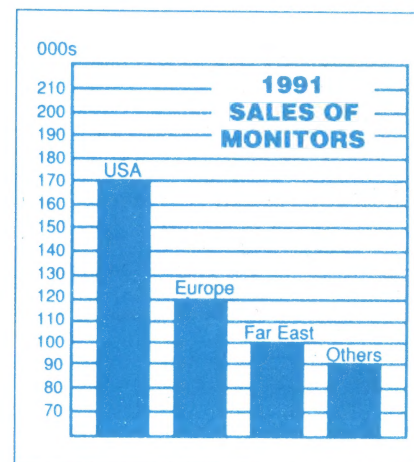
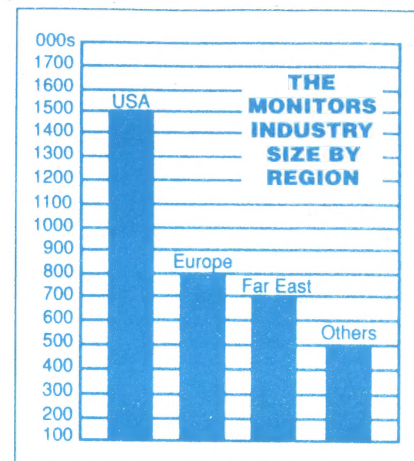
In the US, Wells-Gardner keeps the majority of the business firmly in its grip, with around 80 per cent of the business. It supplies all of the major OEM accounts but has for the most part relinquished the spares market to an assortment of Korean manufacturers.

In Japan, the market is largely supplied by Toei and computer monitor giant Nanao, neither of which has shown a great deal of determination in following the example of its colleagues in the amusements business by exporting to any large degree.

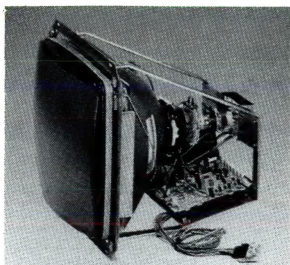
The conclusion therefore, is that for each large concentration of business there is a local supplier. It means that no-one has world domination and with the active and aggressive smaller players in the world stage always chipping away at the markets of the "big boys," there is constant movement.

The main activity in this cockpit of in-fighting is not so much in each other's territory, but in periphery markets on their doorsteps, often periphery markets which are becoming more substantial. For the Far East there are the markets away from Japan, Taiwan, Korea and other parts of south-east Asia which are slowly acquiring the levels of basic prosperity to permit active players. In the Americas there is the emergence of Mexico and Latin America to consider and in Europe the new eastern countries which will hold a great deal of potential once they have got over the "slots craze."

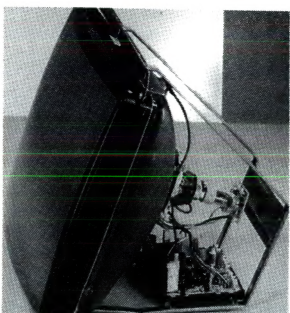
The key to the success of the sector certainly lies in the development of the micro-chip and coupled with that the advances in on-screen effects and features. It meant that the practice in the late seventies and early eighties of using a modified TV chassis for game monitors soon became outmoded. More complex and



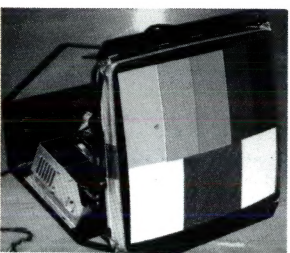
VIDEO MONITORS



Eygo's 19-inch monitor



Huai's 26-inch KS-428H



Kortek's video monitor

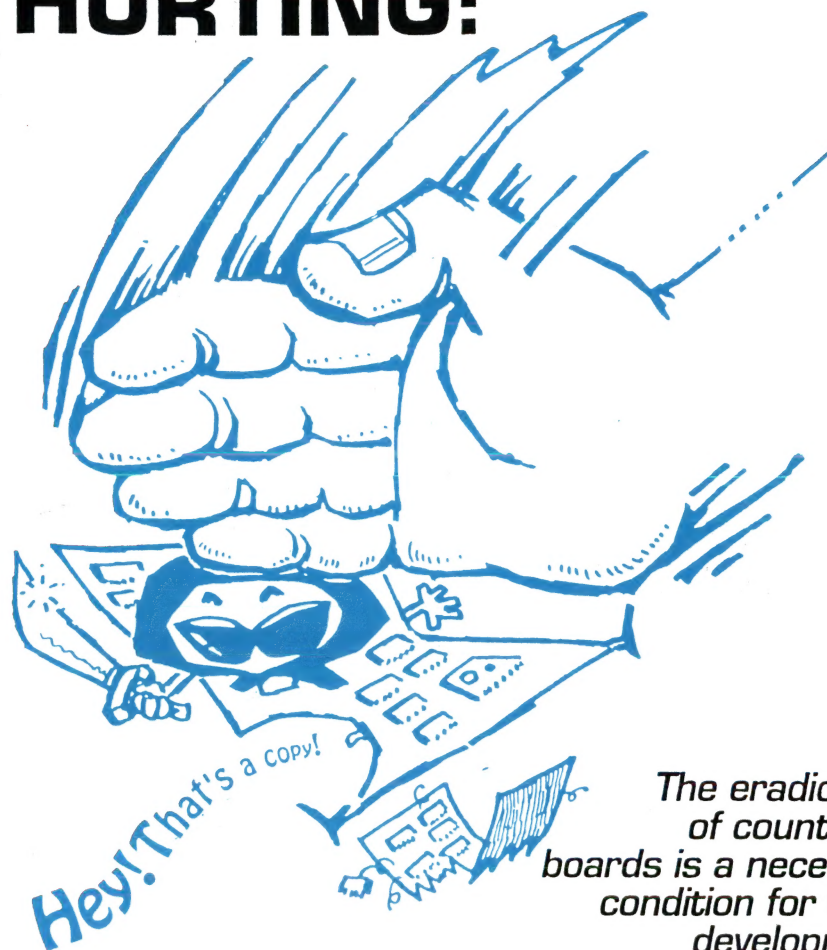
demanding video programs were developed and monitors quickly had become to resemble computer monitors rather than television sets. They needed expanded band-width capabilities and increased resolution factors to make it comfortable to play on a screen only a couple of feet away from the eye. Other specific factors which had to be incorporated into games monitors were adjustments in input signal, MTBF, the layout, consideration of environmental operating conditions, multiple mechanical configurations and custom timing configurations all became critical.

At the same time the demands from the players for greater and greater involvement made colour the only acceptable form of monitor and demanded that sizes be increased steadily. Now ten-inch monitors are only used in countertop trivia and poker games which form a tiny percentage of those used worldwide. The once-standard 14-inch monitors are now the mainstay of the poker game industry and remain possibly second only to the 20-inch monitor although many forecast that it will soon be surpassed by the 25-inch or 26-inch screen. Eighteen-inch monitors are used extensively in Japan for the types of games popular on 20-inch screens in Europe. The latter is still the king of displays for the moment and was far and away the mainstay of the video game in the eighties, probably in numbers far outstripping all other sizes combined. The 25-inch or 26-inch monitors started to take off in the late 1980s and are now the standard for dedicated games. Their popularity was noted by the sharp increases in machine takes when larger screens were utilised and continues to provide an area of growth. Manufacturers have been quick to note the effects and experiment with 33-inch monitors and anything up to 50-inches for dual play mini-theatre-type cabinets.

Ask the question: "Is there a copying problem in the manufacture of monitors?" and you get some curious answers. Wells-Gardner felt that it was there but was not applicable, while Hantarex said that copying was mainly from the Far East and could affect as much as 10 per cent of the market. The view from other manufacturers was that there are not a great number of direct copy manufacturers, but it should be borne in mind that all display engineers aim at the same result, to accurately direct a rapidly moving stream of high energy selectrons across the inside face of the picture tube. That means that there is only a limited number of integrated circuit types which are designed to support this function so to a certain degree there will always be some amount of circuit resemblance between various manufacturers.

Basically it is a far cry from the problems encountered by game board manufacturers where the memory chips containing the game sequence are directly copied. The same analogy simply cannot be applied to monitors. Having said that, however, all of

ORIGINAL PC BOARDS ARE HURTING!



*The eradication
of counterfeit
boards is a necessary
condition for world
development.*

The intellectual property rights of computer programs and video games are protected by law.

The manufacture of such boards without a license is strictly forbidden.

We encourage the development and distribution of original boards on a worldwide scale.

WORLD JOURNAL

March 10 - 11

Amusexpo
Gree Isle Hotel, Dublin,
Ireland Contact: Martin
Dempsey
TEL: 353-45-21190
FAX: 353-45-21438

March 11 - 14

Leisure & Recreation '92
Sunshine City Exhibition
Centre, Ikebukuro, Tokyo,
Japan Contact: JETRO
TEL: 81-3-3582-5242
FAX: 81-3-3505-0450

March 12 - 15

Spring Enada
Rimini, Italy Contact: Piero
Venturelli
TEL: 39-541-782000
FAX: 39-541-774313

March 15 - 17

ACME
San Antonio Convention
Centre, San Antonio, Texas,
U.S.A. Contact: W.T.
Glasgow Inc.
TEL: 1-708-333-9292
FAX: 1-708-333-4086



March 24 - 26

**International Gaming
Business Expo, Europe**
Espace Fontvieille, Monaco
Contact: CMC, U.S.A.
TEL: 1-203-852-0500
FAX: 1-203-838-3710

April 11 - 14

**Int'l AM & Leisure
Equipment Expo**
Palace of Culture and
Science, Warsaw, Poland
Contact: Eurotrade
Exhibition
TEL: 44-905-613256
FAX: 44-905-724768

May 28 - 31

Summer Ces
Chicago, Illinois, U.S.A.
Contact: CES
TEL: 1-202-457-8700
FAX: 1-202-457-4901

July 23 - 25

**AITE Annual Billiard
Congress**
Kansas City Convention
Centre, Kansas City, Mo.,
U.S.A. Contact: Frank Zdy
TEL: 1-619-278-3877
FAX: 1-619-268-9372

August 27 - 29

Amusement Machine Show
Makuhari Messe Convention
Centre, Japan Contact:
JAMMA
TEL: 81-3-3593-2563
FAX: 81-3-3581-3656

September 22 - 24

**World Gaming Congress &
Expo**
Las Vegas, Nevada, U.S.A.
Contact: Gaming &
Wagering Business
TEL: 1-212-594-4120
FAX: 1-212-714-0514

October 1 - 3

Amoa Expo '92
Opryland Hotel and
Convention Centre,
Nashville, Tenn. Contact:
AMOA
TEL: 1-312-245-1021
FAX: 1-312-321-6868

October 14 - 15

Associated Leisure Preview
Novotel, Hammersmith,
London, UK Contact:
Howard & Wikberg
Promotions
TEL: 44-71-387-2021
FAX: 44-71-388-9663

November 9 - 11

Riverboat Gaming Congress
New Orleans, Louisiana,
U.S.A. Contact: Gaming &
Wagering Business
TEL: 1-212-549-4120
FAX: 1-212-714-0514



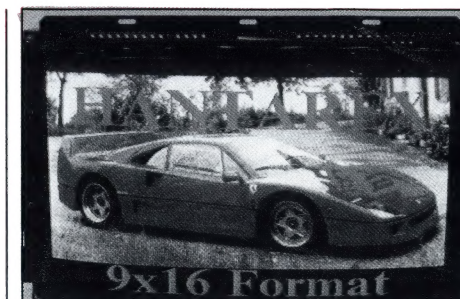
VIDEO MONITORS

the major manufacturers have their own design priorities, take great pride in their own designs and none of the designs produce image representations in exactly the same way.

What they will come up with next is generally kept closely under wraps, although Hantarex has just launched a spectacular "Cinemascope" screen which is arousing a great deal of attention and which may set the trend for the future. Among the forecasts are larger sizes, higher scanning frequencies, higher resolution, surface mounting, better semi-conductor performance, all aimed at display technological advancement.

It may be that the video lottery market in the USA will tend to distract attention away from research and development for a time and into mass production techniques. Having said that, the prospect of perhaps another million monitors going into - the US has already had some effect on monitor design. Monitors with infra-red remote control adjustment capabilities or designs which incorporate the power supply and monitor chassis in a plastic cabinet are novel concepts although they *do* nothing in regard to actual display performance and their practical use in the amusement industry has yet to be proven. In the meantime, video lottery terminal manufacturers in the US are moving towards very high resolution VGA and even Super VGA monitors. When this is added to modern touch screen technology we may already have the biggest step forward in display technology since Nolan Bushnell's idle coffee-break twiddling set the whole ball rolling.

If any sector of the business has it all going for it, the monitors industry does. It is large, stable, competitive yet not overloaded with producers. It has its leaders all with their own well documented territories and it has



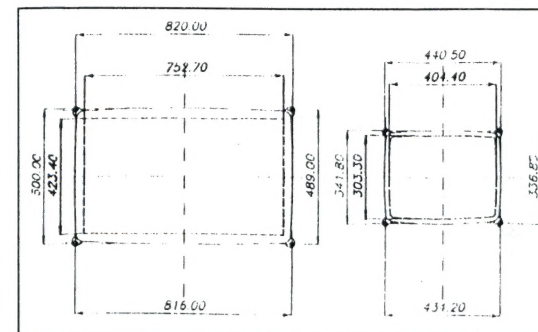
the full benefits of considerable technological improvements to constantly upgrade its ranges and keep interest and buying stimulated. It also has the prospects of new areas of buying interest in the advancement of VLTs.

Insulation from the vagaries of recession and overcompetition keeps monitor manufacturers visibly healthy, discreetly wealthy and undoubtedly wise.

The shape of things to come?

THE push towards larger monitor sizes over the past couple of years in the video games industry has led to Italian manufacturer Hantarex offering the revolutionary new Panorama monitor. It is equipped with a cathode ray tube which is a departure from that which has traditionally been used for some years. The new CRT has been specifically developed to work with high definition television giving the "Cinemascope" effect. The drawing below shows how the new monitor (left) relates to a standard 20-inch monitor (right) in terms of display area.

The new monitor makes it possible to display a picture 2.6 times bigger than in the normal 20 inch monitor and 1.5 times larger than a standard 25-inch unit.



Until now, CRTs have been built with the so-called "aspect ratio" (the ratio between the horizontal size and vertical size of the image) equal to 4:3. The new monitor used an aspect ratio of 16:9. The advantage to manufacturers producing multi-player boards and cabinets is obvious. Additionally, the picture resolution is improved because pixel spacing (the space between corresponding points on a line through the centre) is .74mm. This means 10 per cent more than is currently possible.

COIN CABINETS/PARTS

CONTROLS

Controls (Rotary type)	1 off	\$110.00
Controls (MCA) type	10 off	\$30.00
	10 off	\$28.00
	50 off	\$25.00

BUTTONS

Button (MCA) type	1 off	\$6.00
	10 off	\$5.50
	50 off	\$5.00
Dummy buttons (plugs)	1 off	\$4.00
	10 off	\$3.00

MCA button micro switches

POWER SUPPLIES

-15 amp switch mode/subboard	1 off	\$110.00
	10 off	\$90.00
-15 amp switch mode	1 off	\$80.00
	10 off	\$70.00
- subboard with leds		\$30.00

COIN MECHS - ELECTRONIC

NRI G13-1404		\$395
NRI G13-1002		\$300
NRI G13-0004		\$300
NRI Front plate only		\$30
Universal Credit PCB		\$110
Credit Display Units		\$75

COIN MECHS - MECHANICAL

Coin Mech (Video Game)	1 off	\$55.00
anit strimming	10 off	\$50.00
-Pinball Type (S10)		\$50.00
-Pinball (S10)	\$1 / \$2	\$75.00
mech return spring		\$4.00
Front stainless plate (chaston cabinets)		\$20.00
AVE coin mechs (20c/50c)		\$130.00
	10 off	\$110.00
Ave Mech. microswitches		\$12.00

KORTEK TUBES/MONITORS

Tube/Monitor/Transform 26"	1 off	\$890.00
(Kortek Original)	10 off	\$790.00
Tube/Monitor/transform 20"	1 off	\$480.00
(Kortek Original)	10 off	\$430.00
Kortek 20" Tube		\$260.00
Kortek 20" Monitor		\$260.00
Kortek 26" Transformer		\$60.00
Kortek 26" Tube		\$495.00
Kortek 26" Monitor		\$455.00
TV 20" transformer		\$45.00

CONTROL PANELS COMPLETE -

STANDARD OR 500m WIDE		
* Available in different colours		
Single Player complete		\$120.00
Double Player complete (3 button)		\$190.00
Double Player panel - neo geo style		\$230.00
Taito Japan (3 button)		\$200.00
Three Player complete (3button)		\$300.00
Four Player Panel Wooden		\$445.00
Four Player Panel Wooden/overlay		\$500.00
Four Player Panel - metal N/G		\$500.00
Panel Mylar Overlay		\$80.00
Streetfighter panel		\$250.00

CONTROL PANELS/ METAL WORK

Single Player/Double Player	\$45.00
500m Wide	\$45.00
Taito Japan	\$70.00
Three Player	\$90.00
Four Player wooden base/metal top	\$225.00
Four Player metal- neo geo style	\$275.00
Control Smooth Top bolts/nuts	\$1.00
Control Panel Clamps	\$ 8.50

CABINET GLASSES

Screened		
20" standard		\$40.00
Unscreened		
20" standard		\$25.00
26" standard		\$30.00

CABINET PARTS

Coin Counter complete with PCB	\$40.00
Coin Counter	\$20.00
Counter PCB	\$20.00
Cash Box Door	
(Metal single / Double mech.)	\$85.00
(Metal 4 coin mechs.)	\$95.00
Cash Boxes	(slide type)
	(Taito type)
	\$30.00
	\$110.00
Metal cash box surrounds/stainless lid	
Wheels (each)	(long life)
Locks	(barrel type)
	(Cuboard type)
	\$15.00
	\$11.00
	\$12.00
Speakers	
	\$20.00

FLUORESENT FITTINGS

Complete	\$45.00
Tubes (12")	\$8.50
Tubes (18") long life	\$10.00
Starters	\$ 2.00
Choke	\$15.00

GENERAL PARTS

Blank Mylars	\$20.00
Printed Mylars (any name)	\$30.00
Lexon Panels (each)	\$ 8.00
PCB holders (plastic)	1 off \$20.00
	10 off \$16.00
Degaussing wands	\$150.00
Arch Rival Control Rubbers	\$25.00

MINI LOOMS

Complete mini loom - 1 player	\$35.00
Complete mini loom - 2 player	\$40.00
Complete mini loom - 4 player	\$55.00
28 way edge connector	\$ 8.00
22 way edge connector	\$ 7.50
18 way edge connector	\$ 7.00
Mini loom plug	\$ 4.00

SECURITY BARS

Taito (NZ) Cabinets	\$40.00
Pinballs	\$40.00
Special bolt only	\$35.00

Quantity / Indent discounts on All Parts

COIN CABINETS/PARTS

DRIVER PARTS

Steering Wheels	
Gearsticks	\$110.00
Atari steering combs	\$35.00
Outrun steering springs	\$20.00
Taito gear stick (for SCI/Chase HQ) - metal	\$45.00
Taito gear stick buttons	\$25.00
Taito steering motors/gearbox	\$400.00

TOYS

Standard Size	\$2.55
	200 plus \$2.45
	600 plus \$2.40
Jumbo Size	\$9.00

AIR HOCKEY TABLES

Pucks	\$12.00
Bats	\$25.00
Plastic Shields	\$140.00

Pinball Parts

FLIPPER

Flipper base assemble	\$18.00
End of Stroke switch	\$13.00
Coil stop assemble	\$8.00
Coil bracket	\$8.00
Coil plunger spring	\$3.00
Coil	\$35.00
Coil Sleeve	\$2.00
Coil Bushing	\$6.00
Pawl Assembly	\$40.00
Flipper crank	\$8.00
Flipper link	\$3.00
Flipper link assembly	\$15.00
Flipper & Shaft complete	\$25.00

JET BUMPER ASSEMBLY

Bumper ring assy.	\$12.00
Bumper Base	
Bumper Wafer	\$5.00
Bumper Body	\$8.00
Bumper Cap	\$10.00
Coil	\$20.00

Quantity / Indent discounts on All Parts

DISPLAYS

7 Digit alpha/numeric	\$170.00
16 Digit alpha/numeric	\$240.00
6 Digit gas discharge	\$90.00
7 Digit gas discharge	\$95.00

BALL SHOOTER

Shooter Spring	\$5.00
Rod Spring	\$4.00
Shooter Housing	\$50.00
Rubber Shooter tip	\$1.00
Rod Assembly	\$30.00
Ball Shooter Sleeve	\$4.00

RUBBERS

Flipper - new long life	\$4.00
Flipper - standard	\$2.00
Plunger tips	\$1.00
Rubbers:-	

Size	Unit	10+	Size	Unit	10+
3/4"	1.30	\$11	3"	\$2	\$18
3/8"	1.30	\$11	3 1/2"	\$3	\$28
1"	1.90	\$16	4"	\$4	\$38
1 1/4"	1.90	\$16	4 1/2"	\$5.50	\$50
1 1/2"	1.90	\$16	5"	\$4	\$38
2"	\$2	\$18	5 1/2"	\$4	\$38
2 1/2"	\$2	\$18	6"	\$4	\$38

BULBS

	Unit	10+
Wedge bulbs 14 volt	1.95	\$17.00
Wedge bulbs 6.3 volt	1.50	\$13.00
Standard	.90	\$7.00

GENERAL PARTS

Pinball feet	\$12.00
Pinball front door lock/bracket	\$25.00
Pinball cash box	\$50.00
Drop Target return springs	\$1.50
Mini target microswitches	\$12.00
Posts	\$4.00